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November 29, 2017

29 NOV '17 PM2:24

Debra A. Howland  
Executive Director  
State of New Hampshire  
Public Utilities Commission  
21 S. Fruit Street, Suite 10  
Concord, New Hampshire 03301-2429

**RE: DE 14-216 - NHSaves Energy Efficiency Programs Third Quarter 2017 Report**

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the Third Quarter 2017 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

A copy of this report was made available electronically to the Commission and all parties on the service list on November 29, 2017.

Very truly yours,

Tomas S. Fuller  
Analyst  
Regulatory, Planning and Evaluation  
Energy Efficiency

Enclosures  
cc: Service List



# New Hampshire Statewide Energy Efficiency Programs

3rd Quarter Report  
January 2017 – September 2017

Docket DE 14-216

November 29, 2017



**3rd Quarter Report  
January 2017 - September 2017**

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Highlights

Description	Program Expenses <sup>1</sup>		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
Statewide Programs										
Municipal Program	\$ 1,338,101	59%	3,465,337	47,015,826	63%	1,796	41,076	95%	107	26%
All Other Statewide Progra	\$ 14,603,451	62%	38,656,500	507,058,141	75%	29,408	639,544	63%	83,109	68%
Sub-total	\$ 15,941,551	62%	42,121,837	554,073,967	74%	31,204	680,620	64%	83,216	68%
Company Specific Programs <sup>2</sup>	\$ 955,198	62%	4,113,621	18,585,263	39%	-	-	-	45,704	91%
<b>Total Electric</b>	<b>\$ 16,896,749</b>	<b>61%</b>	<b>46,235,458</b>	<b>572,659,230</b>	<b>72%</b>	<b>31,204</b>	<b>680,620</b>	<b>64%</b>	<b>128,920</b>	<b>75%</b>
<b>Gas Utilities</b>										
Statewide Programs	\$ 3,127,075	45%	243,013	4,024,593	58%	49,441	800,807	36%	4,821	87%
Company Specific Programs <sup>2</sup>	\$ 14,264	6%	-	-	-	7,130	24,242	74%	38,000	100%
<b>Total Gas</b>	<b>\$ 3,141,338</b>	<b>43%</b>	<b>243,013</b>	<b>4,024,593</b>	<b>58%</b>	<b>56,571</b>	<b>825,049</b>	<b>37%</b>	<b>42,821</b>	<b>98%</b>
<b>Grand Total</b>	<b>\$ 20,038,087</b>	<b>57%</b>	<b>46,478,471</b>	<b>576,683,824</b>	<b>72%</b>	<b>87,775</b>	<b>1,505,669</b>	<b>46%</b>	<b>171,741</b>	<b>79%</b>

Notes:

- (1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 5.5% of actual program expenditures. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.
- (2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

3rd Quarter Report  
January 2017 - September 2017

Highlights  
Statewide Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 2,824,751	61%	521,755	8,729,153	117%	10,739	230,686	74%	579	89%
ENERGY STAR Homes	\$ 1,116,789	71%	1,006,669	24,354,622	82%	7,837	195,929	65%	383	84%
NH Home Performance w/Energy Star	\$ 1,339,773	47%	401,512	7,870,169	69%	9,546	199,592	51%	334	27%
ENERGY STAR Products	\$ 2,160,074	71%	7,035,250	61,628,488	63%	1,286	13,337	74%	81,237	69%
Sub-total	\$ 7,441,387	61%	8,965,185	102,582,431	70%	29,408	639,544	63%	82,533	68%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 4,147,174	59%	20,737,645	287,229,530	78%	-	-	-	189	53%
Small Business Energy Solutions	\$ 3,014,889	67%	8,953,670	117,246,180	73%	-	-	-	387	38%
Municipal Program	\$ 1,338,101	59%	3,465,337	47,015,826	63%	1,796	41,076	95%	107	26%
Sub-total	\$ 8,500,164	62%	33,156,652	451,491,536	75%	1,796	41,076	95%	683	39%
<b>Total Electric</b>	<b>\$ 15,941,551</b>	<b>62%</b>	<b>42,121,837</b>	<b>554,073,967</b>	<b>74%</b>	<b>31,204</b>	<b>680,620</b>	<b>64%</b>	<b>83,216</b>	<b>68%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 698,256	56%	37,827	870,955	70%	4,534	94,518	73%	238	103%
ENERGY STAR Homes	\$ 165,445	56%	60,769	1,273,383	120%	1,152	28,543	48%	38	69%
NH Home Performance w/Energy Star	\$ 347,185	40%	7,286	152,480	4%	3,147	67,920	36%	92	38%
ENERGY STAR Products	\$ 792,925	77%	37,436	612,976	70%	11,417	201,359	74%	1,356	74%
Sub-total	\$ 2,003,811	58%	143,318	2,909,794	42%	20,251	392,339	60%	1,724	73%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 575,777	29%	63,265	632,650	-	17,521	231,203	25%	1,230	461%
Small Business Energy Solutions	\$ 547,487	34%	36,430	482,149	1993%	11,669	177,265	19%	1,867	64%
Sub-total	\$ 1,123,264	31%	99,695	1,114,799	-	29,190	408,468	26%	3,097	98%
<b>Total Gas</b>	<b>\$ 3,127,075</b>	<b>45%</b>	<b>243,013</b>	<b>4,024,593</b>	<b>58%</b>	<b>49,441</b>	<b>800,807</b>	<b>36%</b>	<b>4,821</b>	<b>87%</b>
<b>Grand Total</b>	<b>\$ 19,068,626</b>	<b>58%</b>	<b>42,364,850</b>	<b>558,098,561</b>	<b>74%</b>	<b>80,645</b>	<b>1,481,427</b>	<b>45%</b>	<b>88,037</b>	<b>69%</b>

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

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Highlights  
Company-Specific Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Reports	\$ 366,523	103%	3,469,000	9,514,000	133%	-	-	-	45,694	91%
Education	\$ -	-	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 146,524	172%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 23,373	28%	-	-	-	-	-	-	-	-
Sub-total	\$ 536,421	103%	3,469,000	9,514,000	133%	-	-	-	45,694	91%
<b>Commercial &amp; Industrial</b>										
Smart Start	\$ 10,718	21%	-	-	-	-	-	-	10	-
C&I Customer Partnerships	\$ 662	3%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 43,280	6%	-	-	-	-	-	-	-	-
Education	\$ 96,713	30%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 219,786	71%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 47,618	30%	-	-	-	-	-	-	-	-
Sub-total	\$ 418,777	27%	-	-	0%	-	-	-	10	1.28
<b>Total Residential and C&amp;I</b>	<b>\$ 955,198</b>	<b>47%</b>	<b>3,469,000</b>	<b>9,514,000</b>	<b>20%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>45,704</b>	<b>91%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Reports	\$ -	0%	-	-	-	7,130	24,242	74%	38,000	100%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ -	0%	-	-	-	7,130	24,242	74%	38,000	100%
<b>Commercial &amp; Industrial</b>										
Education	\$ 14,264	18%	-	-	-	-	-	-	-	-
Sub-total	\$ 14,264	18%	-	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 14,264</b>	<b>6%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,130</b>	<b>24,242</b>	<b>74%</b>	<b>38,000</b>	<b>100%</b>
<b>Grand Total</b>	<b>\$ 969,461</b>	<b>43%</b>	<b>3,469,000</b>	<b>9,514,000</b>	<b>20%</b>	<b>7,130</b>	<b>24,242</b>	<b>74%</b>	<b>83,704</b>	<b>167%</b>

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on page 2.  
Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

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Highlights  
Home Energy Assistance Program <sup>1</sup>

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget <sup>2</sup>	\$ 392,168	\$ 284,308	\$ 3,450,394	\$ 538,874	\$ 4,665,744	\$ 1,005,700	\$ 241,086	\$ 1,246,786	\$ 5,912,529
(Utility Program) Actual	\$ 258,094	\$ 223,305	\$ 1,994,584	\$ 348,768	\$ 2,824,751	\$ 565,343	\$ 132,914	\$ 698,256	\$ 3,523,007
Percent	66%	79%	58%	65%	61%	56%	55%	56%	60%
Program Incentives: Budget <sup>3</sup>	\$ 296,087	\$ 213,623	\$ 3,029,370	\$ 421,537	\$ 3,960,617	\$ 820,000	\$ 173,500	\$ 993,500	\$ 4,954,117
(Utility Program) Actual <sup>4</sup>	\$ 163,543	\$ 156,836	\$ 1,630,453	\$ 222,620	\$ 2,173,452	\$ 523,083	\$ 109,925	\$ 633,008	\$ 2,806,459
Percent	55%	73%	54%	53%	55%	64%	63%	64%	57%
Customers Served: Goal	42	35	500	71	648	198	32	230	879
Actual <sup>5,6</sup>	38	26	484	46	594	218	32	250	844
Percent	90%	74%	97%	65%	92%	110%	100%	109%	96%
Collaboration: Actual Collaborated Funds <sup>7</sup>	\$ 40,395	\$ 123,609	\$ 395,586	\$ 7,419	\$ 567,009	\$ 53,844	\$ 30,776	\$ 84,620	\$ 651,630
Total Actual Expenses (Utility + Collaboration)	\$ 298,488	\$ 280,445	\$ 2,026,039	\$ 230,039	\$ 2,835,011	\$ 576,927	\$ 140,701	\$ 717,628	\$ 3,552,639
% of Total Actual Expenses	14%	44%	20%	3%	20%	9%	22%	12%	18%
Collaborated Units	14	40	185	11	250	25	17	42	292
% of Total Customers Served	37%	154%	38%	24%	42%	11%	53%	17%	35%
Heating Systems: Actual Incentives	\$ 24,493	\$ 15,895	\$ 367,951	\$ 18,606	\$ 426,945	\$ 56,953	\$ 23,100	\$ 80,053	\$ 506,998
% of HEA Utility Total Budget	6%	6%	11%	3%	9%	6%	10%	6%	9%
Dwelling Mix:									
Single Family	20	26	315	30	391	72	24	96	487
Multi-Family	18		169	16	203	146	8	154	357
Total	38	26	484	46	594	218	32	250	844

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Program participation is based on the HEA tracking system and does not align with the program participation numbers on page 8 due to timing difference:  
Program participation numbers on page 8 are based on the invoices that have been processed through the end of the first quarter whereas the HEA tracking system reflects real-time number of participant:  
A true-up to actual number of participants is completed at year-end
- (6) Number of customers served by county are as follows

	Belknap	Carroll	Cheshire	Coos	Grafton	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan	Total
Electric	11	30	9	39	42	253	62	115	25	8	594
Gas	0	0	0	0	0	177	41	23	9	0	250
Total											844

- (7) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities. For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Gas includes incentives from Eversource as collaboration funds

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Highlights  
 CO<sub>2</sub> Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit <sup>1</sup>	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
<b>Annual</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	46,235	22,793	1,734	243	120	46,478	22,913	1,734	
Natural Gas	MMBtu	117.080	0.0531	1,807	96	1	56,571	3,004	58,378	3,100	1	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	13,159	963	58	-	-	13,159	963	58	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	1,663	120	12	-	-	1,663	120	12	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	12,314	777	114	-	-	12,314	777	114	
Wood	MMBtu	-	-	2,262	-	-	-	-	2,262	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
<b>Total Annual Emissions Reductions</b>					<b>24,749</b>	<b>1,920</b>		<b>3,124</b>		<b>27,873</b>	<b>1,920</b>	
<b>Lifetime</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	572,659	282,304	23,615	4,025	1,984	576,684	284,288	23,615	
Natural Gas	MMBtu	117.080	0.0531	34,304	1,821	25	825,049	43,808	859,353	45,630	25	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	286,951	21,002	2,275	-	-	286,951	21,002	2,275	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	36,025	2,606	263	-	-	36,025	2,606	263	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	274,419	17,321	1,729	-	-	274,419	17,321	1,729	
Wood	MMBtu	-	-	48,921	-	-	-	-	48,921	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Lifetime Emissions Reductions</b>					<b>325,055</b>	<b>27,907</b>		<b>45,792</b>		<b>370,847</b>	<b>27,907</b>	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
- (2) Source of CO2 Emission Factors in lbs/unit for electricity:

[http://www.eia.gov/electricity/annual/html/epa\\_a\\_03.html](http://www.eia.gov/electricity/annual/html/epa_a_03.html)  
 Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for  
 CO<sub>2</sub> emission conversion factor for electrically powered equipment.



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Highlights  
Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	6,144	273	1,819	1,626	878	-	-	10,740	521,755
ENERGY STAR Homes	89	975	6,682	-	92	-	-	7,838	1,006,669
NH Home Performance w/Energy Star	6,036	-	2,179	37	1,292	-	-	9,544	401,512
ENERGY STAR Products	720	559	7	-	-	-	-	1,286	7,035,250
Large Business Energy Solutions	-	-	-	-	-	-	-	-	20,737,645
Small Business Energy Solutions	-	-	-	-	-	-	-	-	8,953,670
Municipal Program	169	-	1,627	-	-	-	-	1,796	3,465,337
Company-Specific Programs	-	-	-	-	-	-	-	-	4,113,621
<b>Total</b>	<b>13,159</b>	<b>1,807</b>	<b>12,314</b>	<b>1,663</b>	<b>2,262</b>	<b>-</b>	<b>-</b>	<b>31,205</b>	<b>46,235,458</b>

  

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	4,534	-	-	-	-	-	4,534	37,827
ENERGY STAR Homes	-	1,152	-	-	-	-	-	1,152	60,769
NH Home Performance w/Energy Star	-	3,147	-	-	-	-	-	3,147	7,286
ENERGY STAR Products	-	11,417	-	-	-	-	-	11,417	37,436
Large Business Energy Solutions	-	17,521	-	-	-	-	-	17,521	63,265
Small Business Energy Solutions	-	11,669	-	-	-	-	-	11,669	36,430
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	7,130	-	-	-	-	-	7,130	-
	-	<b>56,571</b>	-	-	-	-	-	<b>56,571</b>	<b>243,013</b>

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Summary of Results by Utility  
Statewide & Company-Specific Programs Combined <sup>1</sup>

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 2,318,004	\$ 1,689,123	\$ 20,479,559	\$ 3,425,992	\$ 27,912,678	\$ 5,913,720	\$ 1,418,175	\$ 7,331,895	\$ 35,244,573
	Actual	\$ 1,326,783	\$ 1,127,684	\$ 12,188,838	\$ 2,253,445	\$ 16,896,749	\$ 2,561,292	\$ 776,639	\$ 3,337,931	\$ 20,234,680
	Percent	57%	67%	60%	66%	61%	43%	55%	46%	57%
Program Participation	Goal	11,442	11,792	132,446	16,894	172,575	42,793	732	43,525	216,100
	Actual	8,269	8,991	100,650	11,010	128,920	42,252	569	42,821	171,741
	Percent	72%	76%	76%	65%	75%	99%	78%	98%	79%
Annual kWh Savings	Goal	5,128,578	3,332,083	49,938,422	6,701,632	65,100,715	305,636	35,418	341,054	65,441,769
	Actual	3,334,124	2,106,541	35,958,555	4,836,238	46,235,458	164,445	78,568	243,013	46,478,471
	Percent	65%	63%	72%	72%	71%	54%	222%	71%	71%
Lifetime kWh Savings	Goal	66,814,095	41,587,069	609,716,972	81,223,208	799,341,344	6,135,700	776,842	6,912,542	806,253,885
	Actual	42,715,436	25,216,833	444,369,934	60,357,027	572,659,230	2,484,345	1,540,248	4,024,593	576,683,824
	Percent	64%	61%	73%	74%	72%	40%	198%	58%	72%
Annual MMBtu Savings	Goal	3,319	3,427	40,316	4,970	52,032	123,554	30,148	153,702	205,734
	Actual	1,561	2,542	24,899	2,203	31,204	49,245	7,326	56,571	87,775
	Percent	47%	74%	62%	44%	60%	40%	24%	37%	43%
Lifetime MMBtu Savings	Goal	75,720	69,989	816,707	100,947	1,063,363	1,691,628	541,804	2,233,432	3,296,795
	Actual	32,466	62,849	540,001	45,303	680,620	683,867	141,182	825,049	1,505,669
	Percent	43%	90%	66%	45%	64%	40%	26%	37%	46%

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

**3rd Quarter Report  
January 2017 - September 2017**

**Program Results  
Home Energy Assistance (HEA)**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 392,168	\$ 284,308	\$ 3,450,394	\$ 538,874	\$ 4,665,744	\$ 1,005,700	\$ 241,086	\$ 1,246,786	\$ 5,912,529
	Actual	\$ 258,094	\$ 223,305	\$ 1,994,584	\$ 348,768	\$ 2,824,751	\$ 565,343	\$ 132,914	\$ 698,256	\$ 3,523,007
	Percent	66%	79%	58%	65%	61%	56%	55%	56%	60%
Program Participation	Goal	42	35	500	71	648	198	32	230	879
	Actual	37	26	479	37	579	217	21	238	817
	Percent	87%	74%	96%	52%	89%	109%	66%	103%	93%
Annual kWh Savings	Goal	42,396	41,277	429,220	36,129	549,022	50,719	9,790	60,509	609,531
	Actual	52,777	30,479	403,411	35,087	521,755	37,011	816	37,827	559,582
	Percent	124%	74%	94%	97%	95%	73%	8%	63%	92%
Lifetime kWh Savings	Goal	530,488	500,121	5,979,861	476,109	7,486,579	1,014,887	236,062	1,250,950	8,737,529
	Actual	953,866	537,914	6,737,921	499,451	8,729,153	854,301	16,654	870,955	9,600,108
	Percent	180%	108%	113%	105%	117%	84%	7%	70%	110%
Annual MMBtu Savings	Goal	967	966	11,489	1,892	15,314	5,302	1,112	6,414	21,728
	Actual	938	786	7,956	1,059	10,739	3,996	538	4,534	15,274
	Percent	97%	81%	69%	56%	70%	75%	48%	71%	70%
Lifetime MMBtu Savings	Goal	21,427	18,638	235,517	37,504	313,086	106,032	24,183	130,216	443,302
	Actual	19,496	16,711	170,756	23,722	230,686	83,872	10,646	94,518	325,203
	Percent	91%	90%	73%	63%	74%	79%	44%	73%	73%

3rd Quarter Report  
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Program Results  
ENERGY STAR Homes

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 120,031	\$ 172,764	\$ 1,147,211	\$ 130,000	\$ 1,570,006	\$ 136,000	\$ 160,496	\$ 296,496	\$ 1,866,502
	Actual	\$ 34,084	\$ 72,799	\$ 961,331	\$ 48,575	\$ 1,116,789	\$ 34,806	\$ 130,639	\$ 165,445	\$ 1,282,234
	Percent	28%	42%	84%	37%	71%	26%	81%	56%	69%
Program Participation	Goal	37	22	377	18	454	44	11	55	509
	Actual	3	4	372	4	383	2	36	38	421
	Percent	8%	18%	99%	22%	84%	5%	327%	69%	83%
Annual kWh Savings	Goal	49,090	228,636	986,318	36,136	1,300,180	28,722	14,291	43,014	1,343,194
	Actual	80,112	683	869,425	56,449	1,006,669	1,404	59,365	60,769	1,067,438
	Percent	163%	0%	88%	156%	77%	5%	415%	141%	79%
Lifetime kWh Savings	Goal	1,015,973	5,607,177	22,488,505	685,521	29,797,177	718,062	339,322	1,057,384	30,854,561
	Actual	1,978,593	21,353	20,976,769	1,377,907	24,354,622	35,100	1,238,283	1,273,383	25,628,005
	Percent	195%	0%	93%	201%	82%	5%	365%	120%	83%
Annual MMBtu Savings	Goal	1,106	917	9,336	665	12,023	1,829	610	2,439	14,462
	Actual	-	317	7,372	148	7,837	91	1,061	1,152	8,989
	Percent	0%	35%	79%	22%	65%	5%	174%	47%	62%
Lifetime MMBtu Savings	Goal	27,622	22,869	233,057	16,600	300,148	45,716	14,309	60,025	360,173
	Actual	-	7,934	184,295	3,700	195,929	2,273	26,270	28,543	224,472
	Percent	0%	35%	79%	22%	65%	5%	184%	48%	62%

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Program Results  
Home Performance With ENERGY STAR (HPwES)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 185,503	\$ 218,456	\$ 2,161,079	\$ 300,000	\$ 2,865,037	\$ 729,200	\$ 136,849	\$ 866,049	\$ 3,731,086
	Actual	\$ 111,447	\$ 107,951	\$ 950,552	\$ 169,823	\$ 1,339,773	\$ 254,342	\$ 92,842	\$ 347,185	\$ 1,686,958
	Percent	60%	49%	44%	57%	47%	35%	68%	40%	45%
Program Participation	Goal	61	61	1,070	61	1,253	207	38	245	1,498
	Actual	22	27	256	29	334	59	33	92	426
	Percent	36%	44%	24%	48%	27%	28%	87%	38%	28%
Annual kWh Savings	Goal	110,909	100,198	578,127	55,485	844,718	185,370	-	185,370	1,030,088
	Actual	56,576	39,772	263,777	41,387	401,512	4,460	2,826	7,286	408,798
	Percent	51%	40%	46%	75%	48%	2%	-	4%	40%
Lifetime kWh Savings	Goal	1,919,084	1,725,672	6,843,259	874,567	11,362,582	3,707,398	-	3,707,398	15,069,980
	Actual	1,140,337	768,739	5,195,197	765,896	7,870,169	94,404	58,076	152,480	8,022,649
	Percent	59%	45%	76%	88%	69%	3%	-	4%	53%
Annual MMBtu Savings	Goal	1,224	1,214	15,376	1,718	19,533	7,369	1,525	8,895	28,427
	Actual	483	616	7,649	798	9,546	2,229	918	3,147	12,693
	Percent	39%	51%	50%	46%	49%	30%	60%	35%	45%
Lifetime MMBtu Savings	Goal	26,425	24,288	306,920	36,502	394,135	156,463	34,783	191,247	585,382
	Actual	10,620	12,666	159,793	16,512	199,592	48,687	19,233	67,920	267,512
	Percent	40%	52%	52%	45%	51%	31%	55%	36%	46%

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 January 2017 - September 2017**

**Program Results  
 ENERGY STAR Products**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 240,062	\$ 338,248	\$ 2,044,264	\$ 402,826	\$ 3,025,399	\$ 815,220	\$ 210,047	\$ 1,025,267	\$ 4,050,667
	Actual	\$ 198,454	\$ 211,287	\$ 1,481,456	\$ 268,877	\$ 2,160,074	\$ 599,322	\$ 193,603	\$ 792,925	\$ 2,952,998
	Percent	83%	62%	72%	67%	71%	74%	92%	77%	73%
Program Participation	Goal	10,704	11,582	79,497	16,661	118,444	1,322	509	1,831	120,275
	Actual	8,153	8,890	53,423	10,771	81,237	1,009	347	1,356	82,593
	Percent	76%	77%	67%	65%	69%	76%	68%	74%	69%
Annual kWh Savings	Goal	959,637	1,008,685	7,773,229	1,406,463	11,148,014	39,480	11,337	50,817	11,198,831
	Actual	666,597	891,821	4,609,144	867,688	7,035,250	22,715	14,721	37,436	7,072,686
	Percent	69%	88%	59%	62%	63%	58%	130%	74%	63%
Lifetime kWh Savings	Goal	7,897,008	8,361,371	69,878,393	11,832,790	97,969,563	671,160	201,457	872,617	98,842,180
	Actual	5,752,788	7,506,252	40,795,632	7,573,816	61,628,488	385,756	227,220	612,976	62,241,464
	Percent	73%	90%	58%	64%	63%	57%	113%	70%	63%
Annual MMBtu Savings*	Goal	22	50	682	395	1,149	10,384	4,977	15,361	16,510
	Actual	22	37	1,029	198	1,286	8,510	2,907	11,417	12,703
	Percent	100%	74%	151%	50%	112%	82%	58%	74%	77%
Lifetime MMBtu Savings*	Goal	246	554	7,502	4,341	12,643	178,693	92,742	271,435	284,078
	Actual	247	405	11,316	1,369	13,337	150,462	50,897	201,359	214,695
	Percent	100%	73%	72%	32%	74%	84%	55%	74%	76%

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**Program Results  
Large Business Energy Solutions**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 703,050	\$ 209,679	\$ 5,257,680	\$ 804,856	\$ 6,975,265	\$ 1,563,100	\$ 413,844	\$ 1,976,944	\$ 8,952,209
	Actual	\$ 376,655	\$ 194,667	\$ 3,040,050	\$ 535,803	\$ 4,147,174	\$ 474,231	\$ 101,546	\$ 575,777	\$ 4,722,951
	Percent	54%	93%	58%	67%	59%	30%	25%	29%	53%
Program Participation	Goal	44	19	282	11	356	225	42	267	623
	Actual	14	11	138	26	189	1,226	4	1,230	1,419
	Percent	32%	58%	49%	236%	53%	545%	10%	461%	228%
Annual kWh Savings	Goal	2,378,149	1,056,642	20,649,115	2,851,064	26,934,970	-	-	-	26,934,970
	Actual	1,228,136	759,075	17,245,239	1,505,195	20,737,645	63,265	-	63,265	20,800,910
	Percent	52%	72%	84%	53%	77%	-	-	-	77%
Lifetime kWh Savings	Goal	34,390,514	13,736,351	284,362,894	37,063,830	369,553,589	-	-	-	369,553,589
	Actual	16,036,785	9,867,975	241,111,136	20,213,634	287,229,530	632,650	-	632,650	287,862,180
	Percent	47%	72%	85%	55%	78%	-	-	-	78%
Annual MMBtu Savings	Goal	-	-	-	-	-	50,253	16,626	66,879	66,879
	Actual	-	-	-	-	-	17,288	233	17,521	17,521
	Percent	-	-	-	-	-	34%	1%	26%	26%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	654,550	258,334	912,884	912,884
	Actual	-	-	-	-	-	225,462	5,741	231,203	231,203
	Percent	-	-	-	-	-	34%	2%	25%	25%

**3rd Quarter Report  
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**Program Results  
Small Business Energy Solutions**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 445,265	\$ 241,342	\$ 3,104,617	\$ 686,088	\$ 4,477,313	\$ 1,373,000	\$ 241,453	\$ 1,614,453	\$ 6,091,766
	Actual	\$ 225,252	\$ 151,887	\$ 2,097,566	\$ 540,184	\$ 3,014,889	\$ 426,778	\$ 120,709	\$ 547,487	\$ 3,562,376
	Percent	51%	63%	68%	79%	67%	31%	50%	34%	58%
Program Participation	Goal	512	50	387	57	1,006	2,797	100	2,897	3,903
	Actual	33	23	235	96	387	1,739	128	1,867	2,254
	Percent	6%	46%	61%	168%	38%	62%	128%	64%	58%
Annual kWh Savings	Goal	1,259,303	718,002	9,330,764	1,597,407	12,905,478	1,344	-	1,344	12,906,822
	Actual	1,031,923	241,397	6,291,534	1,388,816	8,953,670	35,590	840	36,430	8,990,100
	Percent	82%	34%	67%	87%	69%	2648%	-	2711%	70%
Lifetime kWh Savings	Goal	16,697,063	9,334,031	113,826,834	20,944,074	160,802,002	24,192	-	24,192	160,826,194
	Actual	13,884,254	3,299,089	82,156,316	17,906,521	117,246,180	482,134	15	482,149	117,728,329
	Percent	83%	35%	72%	85%	73%	1993%	-	1993%	73%
Annual MMBtu Savings	Goal	-	-	-	-	-	38,717	5,297	44,014	44,014
	Actual	-	-	-	-	-	10,000	1,669	11,669	11,669
	Percent	-	-	-	-	-	26%	32%	27%	27%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	517,573	117,452	635,026	635,026
	Actual	-	-	-	-	-	148,870	28,395	177,265	177,265
	Percent	-	-	-	-	-	29%	24%	28%	28%



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**Program Results  
Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 179,990	\$ 174,968	\$ 1,452,443	\$ 476,529	\$ 2,283,930
	Actual	\$ 117,288	\$ 129,057	\$ 775,987	\$ 315,768	\$ 1,338,101
	Percent	65%	74%	53%	66%	59%
Program Participation	Goal	41	23	325	15	405
	Actual	7	9	44	47	107
	Percent	17%	39%	14%	313%	26%
Annual kWh Savings	Goal	329,094	178,642	4,419,676	718,947	5,646,360
	Actual	218,003	143,314	2,162,404	941,616	3,465,337
	Percent	66%	80%	49%	131%	61%
Lifetime kWh Savings	Goal	4,363,964	2,322,346	58,769,686	9,346,316	74,802,312
	Actual	2,968,813	1,863,082	30,164,129	12,019,802	47,015,826
	Percent	68%	80%	51%	129%	63%
Annual MMBtu Savings	Goal	-	280	3,433	300	4,013
	Actual	117	786	893	-	1,796
	Percent	-	281%	26%	0%	45%
Lifetime MMBtu Savings	Goal	-	3,640	33,710	6,000	43,351
	Actual	2,102	25,133	13,840	-	41,076
	Percent	-	690%	41%	0%	95%

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**Company-Specific Programs  
 Liberty Utilities and the New Hampshire Electric Cooperative**

Description		Liberty Utilities		New Hampshire Electric Cooperative	
		Gas		Electric	
		Home Energy Reports		Smart Start Program Administration	
Program Expenses	Budget	\$	227,000	\$	-
	Actual	\$	196,593	\$	2,157
	Percent		87%		N/A
Program Participation	Goal		38,000		-
	Actual		38,000		1
	Percent		100%		-
Annual kWh Savings	Goal		-		-
	Actual		-		-
	Percent		-		-
Lifetime kWh Savings	Goal		-		-
	Actual		-		1,352,429
	Percent		-		-
Annual MMBtu Savings	Goal		9,700		-
	Actual		7,130		-
	Percent		74%		-
Lifetime MMBtu Savings	Goal		32,600		-
	Actual		24,242		-
	Percent		74%		-

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**Program Results  
 Company-Specific Programs  
 Eversource**

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 396,007	\$ 355,118	\$ 668,687	\$ 20,061	\$ 1,491,872
	Actual	\$ 8,562	\$ 366,311	\$ 366,523	\$ 43,280	\$ 662	\$ 785,337
	Percent	16%	93%	103%	6%	3%	53%
Program Participation	Goal	-	-	50,000	4	4	50,008
	Actual	9	-	45,694	-	-	45,703
	Percent	-	-	91%	0%	-	91%
Annual kWh Savings	Goal	-	-	2,600,000	3,171,974	-	5,771,974
	Actual	644,621	-	3,469,000	-	-	4,113,621
	Percent	-	-	133%	0%	-	71%
Lifetime kWh Savings	Goal	-	-	7,131,184	40,436,356	-	47,567,540
	Actual	7,718,834	-	9,514,000	-	-	17,232,834
	Percent	-	-	133%	0%	-	36%

\*Updates on the Customer Engagement Platform:

- (1) Launched on March 31, 2016.
- (2) Completed the following marketing efforts in NH:
  - a. March 2016 edition of the Customer Update contained article with links to energy efficiency programs and online Energy Savings Plan.
  - b. May 2016 eNewsletter promoted the Energy Savings Plan with customized energy savings recommendations.
  - c. Promoted the Customer Engagement Platform in the September 2016 edition of the Eversource Customer Update eNewsletter.
  - d. Eversource has redesigned the home page for the Energy Savings Plan to engage more users. When customers log into their account, they will now see prompts to log-in to the Energy Savings Plan. Additionally, there are new links on Eversource.com to promote visitors to the Energy Savings Plan
  - e. Eversource has added significantly more social media content to promote the Energy Savings Plan to New Hampshire customers on Facebook and Twitter.
- (3) Future marketing efforts planned in NH include:
  - a. Email campaigns;
  - b. Additional bill inserts;
  - c. One-on-one roll out with largest customers; and
  - d. Frequently scheduled posts on the Eversource NH Facebook and Twitter platforms.

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Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
<b>Program Expenses</b>									
Budget	\$ 23,435	\$ 39,358	\$ 210,000	\$ 45,000	\$ 317,793	\$ 64,500	\$ 14,400	\$ 78,900	\$ 396,693
Actual*	4,177	22,484	61,347	8,704	96,713	9,878	4,386	14,264	110,976
Percent	18%	57%	29%	19%	30%	15%	30%	18%	28%

\*This reflects a credit for program reimbursements from the other program administrators received by Eversource for shared educational expenses in 2016.

See NHSaves for a list of all Energy Efficiency Events supported or promoted (<http://www.nhsaves.com/events/>).

**Activities**

**Residential Programs**

Jan 23: Button Up workshop, Russell Elementary School, Rumney, NH  
 Mar 16: Granite State South Board of Realtors, Londonderry, NH  
 Mar 17-19: NH State Home Show, Radisson Conference Center, Manchester, NH  
 Mar 25: The 2nd Annual Greater Concord Home Show, Everett Arena, Concord, NH  
 Mar 20: NH Home Builders Home Show, Manchester, NH  
 Mar 30: BPI Building Analyst Course, Lakes Region Community College, Laconia, NH  
 May 23: Energy Codes and Zero Energy Homes Training, Manchester, NH  
 May 18: Residential Code Training, Dover, NH  
 May 20: Home Team NH: Seminar for New Home Owners, Manchester, NH  
 May 24: The Energize 360 Seacoast Regional Energy Hub, Portsmouth, NH  
 May 31: Energize 360: Take Control of Your Energy Future, Stratham, NH  
 June 1: Certified Energy Manager Course, Laconia, NH  
 June 9: White Mountain Oil and Propane Open House, North Conway, NH  
 June 17: Home Depot host NHSaves, Concord, NH  
 August 6: Home Depot hosts NHSaves, Nashua, NH

August 21: Certified Energy Management Certification Course, Laconia, NH  
 August 25: Building Operator Certification Level II Course, Laconia, NH  
 September 13: Lowe's hosts NHSaves, Greenland, NH  
 September 14: Energy Codes and Zero Energy Homes Training, Atkinson, NH  
 September 19: Button Up workshop, Plainfield Elementary School, Meriden, NH  
 September 21: Lowe's hosts NHSaves, Epping, NH  
 September 27: Lowe's hosts NHSaves, Greenland, NH

Jan - September: 85 presentations about energy efficiency have been made to 2,065 students and 181 educators at 25 schools across the state

**Commercial Programs**

Feb 24: Building Operator Certification Class, Lakes Region Community College, Laconia, NH  
 Mar 9: Energy Efficiency LED Solutions Exposition, Radisson Conference Center, Manchester, NH  
 April 7: CAIR Workshop, Anheuser Busch, Merrimack, NH  
 May 6: State Employee Energy Fair, Concord, NH  
 May 11: Commercial Code Training, Manchester, NH  
 May 16: Commercial Code Training, Portsmouth, NH  
 September 13: Commercial HVAC Upgrades and Maintenance, The Centennial Hotel, Concord, NH  
 September 20: Weatherization: Savings & Comfort for Small Business and Municipalities, Claremont, NH  
 September 21: NH Commercial Energy Code and Beyond, Henniker, NH  
 September 26, NH Commercial Energy Code and Beyond, North Woodstock, NH

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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
<b>Estimated Annual FCM Proceeds</b>	\$ 210,000	\$ 65,000	\$ 4,037,831	\$ 312,800	\$ 4,625,631
<b>Estimated Annual FCM Expenses</b>	\$ 28,500	\$ 10,000	\$ 160,000	\$ 41,820	\$ 240,320
<b>Actual FCM Proceeds</b>					
Qtr. 1	\$ 53,142	\$ 12,128	\$ 425,537	\$ 67,175	\$ 557,982
Qtr. 2	50,615	10,148	427,879	65,961	554,602
Qtr. 3	188,744	18,687	1,573,553	215,229	1,996,213
Qtr. 4	-	-	-	-	-
<b>Total</b>	<b>\$ 292,500</b>	<b>\$ 40,962</b>	<b>\$ 2,426,969</b>	<b>\$ 348,365</b>	<b>\$ 3,108,797</b>
<b>Actual FCM Expenses</b>					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	1,000	2,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,000</b>	<b>\$ 1,000</b>	<b>\$ 2,000</b>
Other					
Qtr. 1	\$ 2,282	\$ -	\$ 5,164	\$ 3,141	\$ 10,587
Qtr. 2	18,635	6,368	19,111	12,471	56,585
Qtr. 3	1,789	4,267	11,073	331	17,460
Qtr. 4	-	-	-	-	-
<b>Total</b>	<b>\$ 22,707</b>	<b>\$ 10,635</b>	<b>\$ 35,348</b>	<b>\$ 15,943</b>	<b>\$ 84,633</b>
<b>Total Financial Assurance &amp; Other</b>	<b>\$ 22,707</b>	<b>\$ 10,634.8</b>	<b>\$ 36,348</b>	<b>\$ 16,943</b>	<b>\$ 86,633</b>
<b>Actual Net FCM Proceeds*</b>	<b>\$ 269,793</b>	<b>\$ 30,327</b>	<b>\$ 2,390,621</b>	<b>\$ 331,422</b>	<b>\$ 3,022,164</b>

\* The Statewide Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH Statewide energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 Statewide Programs) and in all subsequent Statewide program Orders.

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Expenses By Activity  
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 3,508	\$ 21,955	\$ 90,527	\$ 40,875	\$ 156,866	\$ 9,571	\$ 21,029	\$ 30,600	\$ 187,466
	External Admin	-	3,690	7,635	2,321	13,646	-	1,031	1,031	14,677
	Rebate/Services	190,878	171,629	1,784,560	262,810	2,409,877	447,222	87,730	534,952	2,944,829
	Implementation Services	42,532	22,398	77,434	31,566	173,930	54,161	17,561	71,721	245,651
	Marketing	10,147	1,575	1,918	5,240	18,881	27,731	2,292	30,023	48,903
	EM&V	11,028	2,058	32,508	5,956	51,551	26,658	3,272	29,930	81,480
	Total	\$ 258,094	\$ 223,305	\$ 1,994,584	\$ 348,768	\$ 2,824,751	\$ 565,343	\$ 132,914	\$ 698,256	\$ 3,523,007
ENERGY STAR Homes	Internal Admin	\$ 671	\$ 5,870	\$ 30,099	\$ 9,857	\$ 46,497	\$ 2,753	\$ 13,998	\$ 16,751	\$ 63,248
	External Admin	-	742	2,539	559	3,840	-	686	686	4,526
	Rebate/Services	13,475	22,915	840,920	20,913	898,223	10,140	98,533	108,673	1,006,896
	Implementation Services	9,928	39,709	43,109	9,387	102,133	7,576	11,315	18,891	121,024
	Marketing	4,026	549	8,097	1,332	14,004	3,927	1,595	5,521	19,526
	EM&V	5,984	3,015	36,566	6,527	52,092	10,410	4,514	14,923	67,015
	Total	\$ 34,084	\$ 72,799	\$ 961,331	\$ 48,575	\$ 1,116,789	\$ 34,806	\$ 130,639	\$ 165,445	\$ 1,282,234
HP w/ENERGY STAR	Internal Admin	\$ 2,380	\$ 9,678	\$ 56,700	\$ 22,748	\$ 91,506	\$ 5,439	\$ 11,939	\$ 17,378	\$ 108,883
	External Admin	-	2,096	4,807	1,291	8,194	-	585	585	8,779
	Rebate/Services	86,489	59,177	728,819	84,681	959,167	175,193	57,303	232,496	1,191,663
	Implementation Services	8,764	34,573	124,579	52,924	220,839	33,591	19,856	53,447	274,286
	Marketing	8,478	694	8,833	4,865	22,870	20,107	1,301	21,408	44,279
	EM&V	5,337	1,732	26,814	3,314	37,197	20,013	1,858	21,871	59,068
	Total	\$ 111,447	\$ 107,951	\$ 950,552	\$ 169,823	\$ 1,339,773	\$ 254,342	\$ 92,842	\$ 347,185	\$ 1,686,958
ENERGY STAR Products	Internal Admin	\$ 2,699	\$ 18,676	\$ 53,635	\$ 30,550	\$ 105,561	\$ 8,262	\$ 18,320	\$ 26,582	\$ 132,143
	External Admin	-	2,361	4,524	1,734	8,619	-	1,884	1,884	10,503
	Rebate/Services	139,362	111,420	1,269,992	200,587	1,721,362	496,503	160,200	656,703	2,378,064
	Implementation Services	36,099	72,812	61,968	23,503	194,383	49,704	8,205	57,909	252,292
	Marketing	13,387	5,521	82,055	8,052	109,015	22,479	2,144	24,623	133,637
	EM&V	6,906	496	9,282	4,451	21,135	22,374	2,850	25,224	46,358
	Total	\$ 198,454	\$ 211,287	\$ 1,481,456	\$ 268,877	\$ 2,160,074	\$ 599,322	\$ 193,603	\$ 792,925	\$ 2,952,998

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Expenses by Activity  
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 79	\$ 1,087	\$ 13,025	\$ 3,437	\$ 17,628	\$ 6,034	\$ -	\$ 6,034	\$ 23,662
	External Admin	-	-	1,080	2,549	3,629	-	-	-	3,629
	Rebate/Services	-	-	449,717	-	449,717	\$ 166,500	-	166,500	616,217
	Implementation Services	-	-	57,571	-	57,571	\$ 10,253	-	10,253	67,825
	Marketing	-	-	-	-	-	\$ 6,259	-	6,259	6,259
	EM&V	493	2,540	3,841	1,000	7,875	\$ 7,546	-	7,546	15,421
	Total	\$ 572	\$ 3,627	\$ 525,236	\$ 6,986	\$ 536,421	\$ 196,593	\$ -	\$ 196,593	\$ 733,014
Total Residential	Internal Admin	\$ 9,337	\$ 57,267	\$ 243,987	\$ 107,467	\$ 418,058	\$ 32,060	\$ 65,285	\$ 97,345	\$ 515,403
	External Admin	-	8,889	20,586	8,454	37,929	-	4,187	4,187	42,115
	Rebate/Services	430,205	365,141	5,074,009	568,991	6,438,346	1,295,558	403,766	1,699,323	8,137,670
	Implementation Services	97,323	169,492	364,661	117,380	748,856	155,285	56,936	212,221	961,077
	Marketing	36,038	8,339	100,904	19,489	164,770	80,502	7,332	87,834	252,604
	EM&V	29,748	9,841	109,012	21,248	169,849	87,001	12,493	99,494	269,343
	Total	\$ 602,651	\$ 618,969	\$ 5,913,158	\$ 843,029	\$ 7,977,808	\$ 1,650,406	\$ 549,998	\$ 2,200,404	\$ 10,178,212
Total %	Internal Admin	1.5%	9.3%	4.1%	12.7%	5.2%	1.9%	11.9%	4.4%	5.1%
	External Admin	0.0%	1.4%	0.3%	1.0%	0.5%	0.0%	0.8%	0.2%	0.4%
	Rebate/Services	71.4%	59.0%	85.8%	67.5%	80.7%	78.5%	73.4%	77.2%	80.0%
	Implementation Services	16.1%	27.4%	6.2%	13.9%	9.4%	9.4%	10.4%	9.6%	9.4%
	Marketing	6.0%	1.3%	1.7%	2.3%	2.1%	4.9%	1.3%	4.0%	2.5%
	EM&V	4.9%	1.6%	1.8%	2.5%	2.1%	5.3%	2.3%	4.5%	2.6%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity  
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 5,289	\$ 18,160	\$ 137,945	\$ 50,353	\$ 211,746	\$ 14,180	\$ 20,310	\$ 34,490	\$ 246,236
	External Admin	-	2,296	11,635	3,467	17,398	-	1,033	1,033	18,431
	Rebate/Services	248,360	131,544	2,493,805	416,281	3,289,990	289,263	28,021	317,284	3,607,274
	Implementation Services	85,346	40,882	349,671	48,977	524,877	91,279	46,606	137,885	662,762
	Marketing	17,434	1,303	17,954	7,827	44,518	36,610	2,297	38,907	83,425
	EM&V	20,226	482	29,040	8,898	58,646	42,899	3,279	46,178	104,824
	Total	\$ 376,655	\$ 194,667	\$ 3,040,050	\$ 535,803	\$ 4,147,174	\$ 474,231	\$ 101,546	\$ 575,777	\$ 4,722,951
Small Business Energy Solutions	Internal Admin	\$ 3,145	\$ 13,590	\$ 81,455	\$ 52,115	\$ 150,305	\$ 13,829	\$ 40,870	\$ 54,699	\$ 205,004
	External Admin	-	1,718	6,870	2,955	11,543	-	5,657	5,657	17,200
	Rebate/Services	144,587	89,191	1,712,287	441,835	2,387,900	254,087	52,515	306,602	2,694,502
	Implementation Services	53,668	46,053	272,769	30,077	402,568	79,292	11,776	91,068	493,636
	Marketing	11,042	975	3,851	5,618	21,486	41,887	4,274	46,161	67,647
	EM&V	12,810	361	20,333	7,584	41,088	37,682	5,617	43,299	84,386
	Total	\$ 225,252	\$ 151,887	\$ 2,097,566	\$ 540,184	\$ 3,014,889	\$ 426,778	\$ 120,709	\$ 547,487	\$ 3,562,376
Municipal	Internal Admin	\$ 991	\$ 12,434	\$ 38,107	\$ 32,906	\$ 84,439	\$ -	\$ -	\$ -	\$ 84,439
	External Admin	-	1,572	3,214	2,952	7,738	-	-	-	7,738
	Rebate/Services	85,275	96,379	715,188	259,327	1,156,169	-	-	-	1,156,169
	Implementation Services	21,381	17,450	10,564	9,631	59,026	-	-	-	59,026
	Marketing	4,463	892	2,319	5,686	13,360	-	-	-	13,360
	EM&V	5,178	330	6,595	5,266	17,369	-	-	-	17,369
	Total	\$ 117,288	\$ 129,057	\$ 775,987	\$ 315,768	\$ 1,338,101	\$ -	\$ -	\$ -	\$ 1,338,101
Other*	Internal Admin	\$ 665	\$ 4,926	\$ 31,231	\$ 4,009	\$ 40,831	\$ 146	\$ -	\$ 146	\$ 40,977
	External Admin	-	302	2,634	5,948	8,884	-	-	-	8,884
	Rebate/Services	3,617	18,781	277,336	-	299,734	9,731	-	9,731	309,465
	Implementation Services	-	2,932	37,762	8,704	49,398	-	4,386	4,386	53,784
	Marketing	-	171	3,918	-	4,089	-	-	-	4,089
	EM&V	654	5,991	9,195	-	15,840	-	-	-	15,840
	Total	\$ 4,936	\$ 33,104	\$ 362,077	\$ 18,661	\$ 418,777	\$ 9,878	\$ 4,386	\$ 14,264	\$ 433,041

\* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.



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Expenses by Activity  
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 10,090	\$ 49,109	\$ 288,739	\$ 139,383	\$ 487,321	\$ 28,155	\$ 61,180	\$ 89,335	\$ 576,656
	External Admin	-	5,888	24,353	15,322	45,564	-	6,690	6,690	52,254
	Rebate/Services	481,839	335,894	5,198,616	1,117,443	7,133,792	553,082	80,536	633,618	7,767,411
	Implementation Services	160,395	107,318	670,767	97,389	1,035,869	170,571	62,768	233,339	1,269,207
	Marketing	32,939	3,341	28,042	19,131	83,453	78,497	6,571	85,068	168,521
	EM&V	38,868	7,163	65,163	21,748	132,942	80,581	8,896	89,477	222,419
	Total	\$ 724,131	\$ 508,715	\$ 6,275,680	\$ 1,410,416	\$ 8,918,941	\$ 910,886	\$ 226,641	\$ 1,137,527	\$ 10,056,468
Total C&I and Municipal %	Internal Admin	1.4%	9.7%	4.6%	9.9%	5.5%	3.1%	27.0%	7.9%	5.7%
	External Admin	0.0%	1.2%	0.4%	0	0.5%	0.0%	3.0%	0.6%	0.5%
	Rebate/Services	66.5%	66.0%	82.8%	79.2%	80.0%	60.7%	35.5%	55.7%	77.2%
	Implementation Services	22.2%	21.1%	10.7%	0	11.6%	18.7%	27.7%	20.5%	12.6%
	Marketing	4.5%	0.7%	0.4%	1.4%	0.9%	8.6%	2.9%	7.5%	1.7%
	EM&V	5.4%	1.4%	1.0%	1.5%	1.5%	8.8%	3.9%	7.9%	2.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 19,427	\$ 106,377	\$ 532,725	\$ 246,850	\$ 905,379	\$ 60,215	\$ 126,465	\$ 186,681	\$ 1,092,059
	External Admin	-	14,778	44,939	23,776	83,492	-	10,877	10,877	94,369
	Rebate/Services	912,044	701,035	10,272,625	1,686,434	13,572,139	1,848,640	484,302	2,332,941	15,905,080
	Implementation Services	257,718	276,810	1,035,428	214,769	1,784,725	325,856	119,704	445,560	2,230,285
	Marketing	68,977	11,680	128,946	38,620	248,223	158,999	13,903	172,902	421,125
	EM&V	68,616	17,004	174,175	42,996	302,791	167,582	21,389	188,971	491,762
	Total	\$ 1,326,783	\$ 1,127,684	\$ 12,188,838	\$ 2,253,445	\$ 16,896,749	\$ 2,561,292	\$ 776,639	\$ 3,337,931	\$ 20,234,679
Grand Total % (Residential, C&I and Municipal)	Internal Admin	1.5%	9.4%	4.4%	11.0%	5.4%	2.4%	16.3%	5.6%	5.4%
	External Admin	0.0%	1.3%	0.4%	1.1%	0.5%	0.0%	1.4%	0.3%	0.5%
	Rebate/Services	68.7%	62.2%	84.3%	74.8%	80.3%	72.2%	62.4%	69.9%	78.6%
	Implementation Services	19.4%	24.5%	8.5%	9.5%	10.6%	12.7%	15.4%	13.3%	11.0%
	Marketing	5.2%	1.0%	1.1%	1.7%	1.5%	6.2%	1.8%	5.2%	2.1%
	EM&V	5.2%	1.5%	1.4%	1.9%	1.8%	6.5%	2.8%	5.7%	2.4%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
<b>Annual Budget <sup>1</sup></b>	\$ 142,975	\$ 84,459	\$ 1,014,813	\$ 185,647	\$ 1,427,894	\$ 299,200	\$ 71,138	\$ 370,338	\$ 1,798,232
<b>Actual Expenses <sup>2</sup></b>									
Qtr. 1	\$ 24,801	\$ 2,923	\$ 111,310	\$ 3,276	\$ 142,310	\$ 37,025	\$ 2,047	\$ 39,072	\$ 181,382
Qtr. 2	\$ 43,815	\$ 14,081	\$ 62,865	\$ 39,720	\$ 160,481	\$ 130,557	\$ 19,342	\$ 149,899	\$ 310,380
Qtr. 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 68,616	\$ 17,004	\$ 174,175	\$ 42,996	\$ 302,791	\$ 167,582	\$ 21,389	\$ 188,971	\$ 491,762

**Notes:**

(1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual Statewide Energy Efficiency Program budget.

(2) The actual EM&V expenses for each program are included in the expense totals reported for each program.

Status of EM&V Studies:

	Est. Cost	Vendor	Status
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$100,000	NEEP	Ongoing
- <a href="#">Early Replacement Measures, Phase 2 (Gas)</a>		Evergreen Economics	Completed: 11-4-2015
2015 NEEP Carryover Initiatives			
- <a href="#">Incremental Cost Research (Emerging Technologies)</a>		NEEP	Completed: Q2 2016
- <a href="#">Net Savings Guidelines &amp; Supporting Research</a>		NEEP	Completed: Q2 2016
- <a href="#">Loadshape Data Catalog</a>		NEEP	Completed: Q2 2016
2016 NEEP Initiatives			
- Steering Committee Facilitation & Info Exchange		NEEP	Completed: Q4 2016
- EM&V Protocols, Reporting Tools & Training		NEEP	Completed: Q4 2016
- EM&V 2.0 - Advanced Data Collection & Data Analytics		NEEP	Ongoing thru 2019
- EM&V for EE & Demand Side Energy Resources Integration		NEEP	Completed: Q4 2016
- EM&V for New Technologies & Program Models		NEEP	Completed: Q4 2016
- State EE Data Analysis & Trends (REED database)		NEEP	Annual, Completed: Q4 2016
Energy Star Homes - Process & Impact Evaluation	\$160,000	ERS	ECD: Q4 2017
Small Business Lighting - Impact Evaluation	\$180,000	DNV-GL	ECD: Q4 2017
<a href="#">Home Energy Reports Pilot Program Evaluation (Eversource)</a>	\$61,000	Navigant	Completed: 3-24-2016
NE Avoided Energy Supply Cost Study (2018)	\$58,338	Synapse Energy Economics, Inc.	ECD: Q2 2018
Energy Star Products RFP	\$245,660	The Cadmus Group LLC	Ongoing thru 2018

Evaluations available at: [http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring\\_Evaluation\\_Report\\_List.htm](http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm)

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Revolving Loan Fund (RLF)

Description		Electric Utilities			
		Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan					
	Revolving Loan Fund <sup>1</sup>	\$ 303,000	\$ 296,558	\$ 690,000	\$ 800,250
	Less: Loans	512,299	559,354	1,445,284	1,275,572
	Plus: Loan Payments Received	301,597	461,508	1,173,270	786,586
	Current Balance	92,299	198,711	417,986	311,263
	Less: Loans in Process	-	2,000	-	1,541
	Less: Potential Loans	-	-	16,000	-
	Amount Available to Loan	\$ 92,299	\$ 196,711	\$ 401,986	\$ 309,722
Maximum Loans and Maximum Term					
Residential	Maximum Loan	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500
	Maximum Term	7 years	7 years	7 years	7 years
Municipal and C&I <sup>2</sup>	Maximum Loan	\$ 50,000	\$ -	\$ -	\$ 50,000
	Maximum Term	10 years	Smart Start	Smart Start	10 years
Year-to-date Project Financing Information					
Residential	No. of Projects Financed	-	11	14	6
	Average Loan Amount	\$ -	\$ 1,545	\$ 1,537	\$ 1,869
Municipal and C&I <sup>2</sup>	No. of Projects Financed	1	-	-	2
	Average Loan Amount	N/A	N/A	N/A	30,605

Notes:

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and Statewide Energy Efficiency Program funds.

(2) Not applicable to the NHEC and Eversource. Utilize SmartStart Loan Program.

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**Smart Start Program**

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance <sup>1</sup>	\$ 688,093	\$ 703,115
Less: Year-to-Date Loans	49,659	220,679
Plus: Loan Repayments (excluding reserve for bad debt)	46,209	660,700
Current Balance	<u>\$ 684,643</u>	<u>\$ 1,143,136</u>
Less: Loans in Process	-	51,649
Less: Potential Loans	83,850	459,147
Less: Future Committed Loans	-	86,119
Add: Anticipated Loan Repayments Thru Year End	-	870,700
Amount Available to Loan	<u>\$ 600,793</u>	<u>\$ 1,416,921</u>
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance <sup>1</sup>	Not Applicable	\$ 290,812
Plus: Bad Debt Collections <sup>2</sup>	-	36,887
Less: Bad Debt Charges	-	-
Ending Balance	<u>\$ -</u>	<u>\$ 327,699</u>
Year-to-date Administrative and Implementation Expenses <sup>3</sup>	\$ 2,157	\$ 7,401
Year-to-date Payments to Contractors Supporting Customer Projects	\$ 49,659	\$ 220,679
Year-to-date Performance Incentive <sup>4</sup>	Not Applicable	\$ 39,642
Year-to-date Project Financing Information		
Municipal and C&I <sup>5</sup>		
No. of Projects Financed	1	9
Total Loan Amount	\$ 49,659	\$ 220,679
Average Loan Amount	\$ 49,659	\$ 24,520
Lifetime kWh Savings <sup>6</sup>	1,352,429	7,718,834
Lifetime MMBTU Savings <sup>6</sup>	-	-
Lifetime kWh Savings <sup>7</sup>	-	-
Lifetime MMBTU Savings <sup>7</sup>	-	-
Lifetime Electric Bill Savings	\$ -	\$ 837,288

Notes:

- (1) As of June 1, 2017.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments, excluding the reserve for bad debt.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings not reported elsewhere.

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Residential Third Party Financing Option  
Funded Through the Statewide Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas <sup>1</sup>	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance <sup>1</sup>	\$ 4,780	\$ 8,000	\$ 47,600	\$ 20,000	\$ 80,380	\$ 36,920	\$ 10,000	\$ 46,920	\$ 127,300
Less: Interest Rate Buy-Downs Paid	\$ 690	\$ 1,094	\$ 7,252	\$ 772	\$ 9,808	\$ 8,285	\$ 5,427	\$ 13,712	\$ 23,520
Current Balance	\$ 4,090	\$ 6,906	\$ 40,348	\$ 19,228	\$ 70,572	\$ 28,635	\$ 4,573	\$ 33,208	\$ 103,780
Less: Potential Interest Rate Buy-Downs <sup>2</sup>	\$ -	\$ -	\$ 11,698	\$ -	\$ 11,698	\$ 370	\$ -	\$ 370	\$ 12,068
Amount Available for Interest Rate Buy-Downs	\$ 4,090	\$ 6,906	\$ 28,650	\$ 19,228	\$ 58,874	\$ 28,265	\$ 4,573	\$ 32,838	\$ 91,712
Year-to-date Project Loan Information									
No. of Projects Financed	3	2	18	1	24	9	9	18	42
Total Project Cost <sup>3</sup>	\$ 21,811	\$ 22,053	\$ 158,738	\$ -	\$ 202,603	\$ 85,568	\$ 16,969	\$ 102,537	\$ 305,139
Average Project Cost <sup>3</sup>	\$ 7,270	\$ 11,027	\$ 8,819	\$ -	\$ 8,442	\$ 9,508	\$ 1,885	\$ 5,696	\$ 7,265
Total Loan Amount	\$ 12,678	\$ 14,099	\$ 90,214	\$ 8,284	\$ 125,274	\$ 74,744	\$ 59,246	\$ 133,989	\$ 259,264
Average Loan Amount	\$ 4,226	\$ 7,049	\$ 5,012	\$ 8,284	\$ 5,220	\$ 8,305	\$ 6,583	\$ 7,444	\$ 6,173
Average Loan Term (years)	3.3	4.5	3.7	60.0	6.0	4.9	52.0	28.5	15.6
Total Interest Rate Buy-Down Amount	\$ 690	\$ 1,094	\$ 7,252	\$ 772	\$ 9,808	\$ 8,285	\$ 5,427	\$ 13,712	\$ 23,520
Average Interest Rate Buy-Down Amount	\$ 230	\$ 547	\$ 403	\$ 772	\$ 409	\$ 921	\$ 603	\$ 762	\$ 560
Average Gross Interest Rate	5.99%	5.99%	6.18%	5.99%	6.13%	6.38%	5.99%	6.19%	6.16%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,491	1,728	1,793	1,520	1,738	1,602	6,157	3,880	2,656
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>4</sup>	63	212	700	-	975	305	40	345	1,320
Average Estimated Annual Space Heating Energy Savings (MMBtu)	21	106	39	-	41	12	41	19	31
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of June 30, 2017.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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Electric Programs  
Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	37	953,866	26	537,914	479	6,737,921	37	499,451	579	8,729,153
Expenses / Lifetime MMBtu Savings	\$258,094	19,496	\$223,305	16,711	\$1,994,584	170,756	\$348,768	23,722	\$2,824,751	230,686
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	22	1,140,337	27	768,739	256	5,195,197	29	765,896	334	7,870,169
Expenses / Lifetime MMBtu Savings	\$111,447	10,620	\$107,951	12,666	\$950,552	159,793	\$169,823	16,512	\$1,339,773	199,592
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	3	1,978,593	4	21,353	372	20,976,769	4	1,377,907	383	24,354,622
Expenses / Lifetime MMBtu Savings	\$34,084	0	\$72,799	7,934	\$961,331	184,295	\$48,575	3,700	\$1,116,789	195,929
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	8,153	5,752,788	8,890	7,506,252	53,423	40,795,632	10,771	7,573,816	81,237	61,628,488
Expenses / Lifetime MMBtu Savings	\$198,454	247	\$211,287	405	\$1,481,456	11,316	\$268,877	1,369	\$2,160,074	13,337
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	14	16,036,785	11	9,867,975	138	241,111,136	26	20,213,634	189	287,229,530
Expenses / Lifetime MMBtu Savings	\$376,655	0	\$194,667	0	\$3,040,050	0	\$535,803	0	\$4,147,174	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	33	13,884,254	23	3,299,089	235	82,156,316	96	17,906,521	387	117,246,180
Expenses / Lifetime MMBtu Savings	\$225,252	0	\$151,887	0	\$2,097,566	0	\$540,184	0	\$3,014,889	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	7	2,968,813	9	1,863,082	44	30,164,129	47	12,019,802	107	47,015,826
Expenses / Lifetime MMBtu Savings	\$117,288	2,102	\$129,057	25,133	\$775,987	13,840	\$315,768	0	\$1,338,101	41,076
<b>Educational Programs</b>										
Expenses	\$4,177		\$22,484		\$61,347		\$8,704		\$96,713	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	45,694	9,514,000	0	0	45,694	9,514,000
Expenses / Lifetime MMBtu Savings	\$1,330	0	\$12,090	0	\$817,403	0	\$16,943	0	\$847,767	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$2,157		\$8,562		\$0		\$10,718	
<b>Total Program Expenses</b>	<b>\$1,326,783</b>		<b>\$1,127,684</b>		<b>\$12,188,838</b>		<b>\$2,253,445</b>		<b>\$16,896,749</b>	

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Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(System Benefits Charge, Forward Capacity Market and Interest Funds Only) \*

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	33	854,782	23	474,973	431	6,061,191	33	450,251	520	7,841,196
Expenses / Lifetime MMBtu Savings	\$231,284	17,471	\$197,176	14,756	\$1,794,256	153,606	\$314,411	21,385	\$2,537,127	207,218
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	22	1,140,337	27	768,739	256	5,195,197	29	765,896	315	8,708,425
Expenses / Lifetime MMBtu Savings	\$111,447	10,620	\$107,951	12,666	\$950,552	159,793	\$169,823	16,512	\$1,339,773	188,971
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	3	1,978,593	4	21,353	372	20,976,769	4	1,377,907	383	24,354,622
Expenses / Lifetime MMBtu Savings	\$34,084	0	\$72,799	7,934	\$961,331	184,295	\$48,575	3,700	\$1,116,789	195,929
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	8,153	5,752,788	8,890	7,506,252	53,423	40,795,632	10,771	7,573,816	73,098	71,912,485
Expenses / Lifetime MMBtu Savings	\$198,454	247	\$211,287	405	\$1,481,456	11,316	\$268,877	1,369	\$2,160,074	13,090
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	14	16,036,785	11	9,867,975	138	241,111,136	26	20,213,634	208	285,076,999
Expenses / Lifetime MMBtu Savings	\$376,655	0	\$194,667	0	\$3,040,050	0	\$535,803	0	\$4,147,174	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	33	13,884,254	23	3,299,089	235	82,156,316	96	17,906,521	387	117,246,180
Expenses / Lifetime MMBtu Savings	\$225,252	0	\$151,887	0	\$2,097,566	0	\$540,184	0	\$3,014,889	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Educational Programs</b>										
Expenses	\$4,177		\$22,484		\$61,347		\$8,704		\$96,713	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	45,694	9,514,000	0	0	45,694	9,514,000
Expenses / Lifetime MMBtu Savings	\$1,330	0	\$12,090	0	\$817,403	0	\$16,943	0	\$847,767	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$2,157		\$8,562		\$0		\$10,718	
<b>Total Program Expenses</b>	<b>\$1,182,685</b>		<b>\$972,498</b>		<b>\$11,212,522</b>		<b>\$1,903,320</b>		<b>\$15,271,025</b>	

\*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) \*

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	4	99,084	3	62,942	48	676,730	4	49,200	59	887,957
Expenses / Lifetime MMBtu Savings	\$26,810	2,025	\$26,129	1,955	\$200,328	17,150	\$34,357	2,337	\$287,624	23,468
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	-	\$0	0
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	7	2,968,813	9	1,863,082	44	30,164,129	47	12,019,802	107	47,015,826
Expenses / Lifetime MMBtu Savings	\$117,288	2,102	\$129,057	25,133	\$775,987	13,840	\$315,768	0	\$1,338,101	41,076
<b>Educational Programs</b>										
Expenses	\$0		\$0		\$0		\$0		\$0	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$0		\$0		\$0	
<b>Total Program Expenses</b>	<b>\$144,098</b>		<b>\$155,186</b>		<b>\$976,316</b>		<b>\$350,125</b>		<b>\$1,625,724</b>	

\*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.



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Gas Programs  
 Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
<b>Home Energy Assistance</b>						
Number of Units	217		21		238	
Expenses / Lifetime MMBtu Savings	\$565,343	83,872	\$132,914	10,646	\$698,256	94,518
<b>Home Performance w/ENERGY STAR</b>						
Number of Units	59		33		92	
Expenses / Lifetime MMBtu Savings	\$254,342	48,687	\$92,842	19,233	\$347,185	67,920
<b>ENERGY STAR Homes</b>						
Number of Homes	2		36		38	
Expenses / Lifetime MMBtu Savings	\$34,806	2,273	\$130,639	26,270	\$165,445	28,543
<b>ENERGY STAR Products</b>						
Number of Rebates	1,009		347		1,356	
Expenses / Lifetime MMBtu Savings	\$599,322	150,462	\$193,603	50,897	\$792,925	201,359
<b>Large Business Energy Solutions</b>						
Number of Participants	1,226		4		1,230	
Expenses / Lifetime MMBtu Savings	\$474,231	225,462	\$101,546	5,741	\$575,777	231,203
<b>Small Business Energy Solutions</b>						
Number of Participants	1,739		128		1,867	
Expenses / Lifetime MMBtu Savings	\$426,778	148,870	\$120,709	28,395	\$547,487	177,265
<b>Educational Programs</b>						
Expenses	\$9,878		\$4,386		\$14,264	
<b>Company Specific Programs / FCM Expenses</b>						
Number of Participants	38,000		0		38,000	
Expenses / Lifetime MMBtu Savings	\$196,593	24,242	\$0	0	\$196,593	24,242
<b>Total Program Expenses</b>	<b>\$2,561,292</b>		<b>\$776,639</b>		<b>\$3,337,931</b>	

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Program Results  
RGGI Grant Award (RFP #14-004)

Description	2016			2017			2018			Total			
	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Total	
Program Expenses <sup>1</sup>	Budget	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 669,768	\$ 446,511	\$ 1,116,279
	Actual	\$ 130,990	\$ 119,015	\$ 250,005	\$ 48,105	\$ 63,552	\$ 111,657	\$ -	\$ -	\$ -	\$ 179,095	\$ 182,567	\$ 361,661
	Percent	59%	80%	67%	22%	43%	30%	0%	0%	0%	27%	41%	32%
Program Participation	Goal	196	129	325	195	128	323	194	128	322	585	385	970
	Actual	119	25	144	48	13	61	-	-	-	167	38	205
	Percent	61%	19%	44%	25%	10%	19%	0%	0%	0%	29%	10%	21%
Annual kWh Savings	Goal	485	320	805	482	317	799	479	315	794	1,446	952	2,398
	Actual	6,080	18,134	24,214	675	11,900	12,575	-	-	-	6,755	30,034	36,789
	Percent	1254%	5667%	3008%	140%	3754%	1574%	0%	0%	0%	467%	3155%	1534%
Lifetime kWh Savings	Goal	8,729	5,754	14,483	8,673	5,714	14,387	8,616	5,674	14,290	26,018	17,142	43,160
	Actual	146,120	293,360	439,480	675	11,900	12,575	-	-	-	146,795	305,260	452,055
	Percent	1674%	5098%	3034%	8%	208%	87%	0%	0%	0%	564%	1781%	1047%
Annual MMBtu Savings	Goal	3,952	2,513	6,465	3,926	2,496	6,423	3,900	2,479	6,379	11,778	7,488	19,267
	Actual	2,188	6,273	8,461	1,377	5,016	6,393	-	-	-	3,565	11,289	14,854
	Percent	55%	250%	131%	35%	201%	100%	0%	0%	0%	30%	151%	77%
Lifetime MMBtu Savings	Goal	38,916	23,825	62,741	38,668	23,662	62,330	38,412	23,495	61,907	115,996	70,982	186,978
	Actual	43,643	44,400	88,043	30,017	59,459	89,476	-	-	-	73,660	103,859	177,519
	Percent	112%	186%	140%	78%	251%	144%	0%	0%	0%	64%	146%	95%
Annual CO2 Reductions (in Metric Tons)	Actual	142	434	576	90	351	441	-	-	-	232	785	1,017
Lifetime CO2 Reductions (in Metric Tons)	Actual	2,821	147,722	150,543	1,965	4,192	6,157	-	-	-	4,786	151,914	156,700

Notes:

(1) Program expenses shown in this report exclude the performance incentive. The performance incentive is calculated by multiplying the total actual program expenses by 7.5%.